

Message Text

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46

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 COME-00 CAB-05 CIAE-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 OC-05 CCO-00 /031 W

----- 027273

R 030921Z FEB 76

FM AMEMBASSY LAGOS

TO USDOC WASHDC

INFO SECSTATE WASHDC 3139

UNCLAS LAGOS 01341

COMMERCE FOR MURRIN/ABE FROM CUMMINGS

E. O. 11652: NA

TAGS: BEXP, EAIR, NI

SUBJ: AVIATION EQUIPMENT TRADE MISSION

1. MISSION COMPLETED NIGERIAN LEG OF TRIP, JANUARY 31. SECTION 6 OF PARTICIPANTS REPORT FORM NOT APPLICABLE SINCE NO MEMBER ANTICIPATED IMMEDIATE SALES AND LEAD TIME IN THIS FIELD REDERS 12 MONTHS PROJECTION VIRTUALLY MEANINGLESS.

2. AMBASSADOR AND STAFF RENDERED ALL OUT SUPPORT FROM OPENING DAY TO DEPARTURE. ALL APPROPRIATE APPOINTMENTS AS ORIGINALLY SCHEDULED OR REQUESTED BY MEMBERS WERE ARRANGED. BOTH GROUP AND INDIVIDUAL MEETINGS WERE HELD WITH INTERESTED GOVERNMENT OFFICIALS AND WITH VARIOUS CONSULTANTS.

3. BASIC OBJECTIVES OF EXPOSURE TO NEW BUSINESS PROSPECTS AND ON THE SPOT TOTAL MARKET EVALUATION LARGELY ACHIEVED BUT WILL BE MEANINGFUL ONLY WITH STRONG FOLLOW-UP. MISSION MEMBER T. D. SHEPHERD, COLLINS RADIO SAYS, QUOTE MISSION HAS GIVEN PARTICIPATING COMPANIES EFFECTIVE EXPOSURE TO AIRPORTS PROGRAM IN NIGERIA. BUSINESS POTENTIAL IN NIGERIA IS VERY LARGE, BUT MUCH DEDICATED EFFORT WILL BE REQUIRED TO ACQUIRE CONTRACTS AND EFFECTIVELY PERFORM THEM IN CURRENT

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ENVIRONMENT. END QUOTE.

4. PAUL MCGEORGE OF GTE SYLVANIA SAID, QUOTE THIS TRIP HELPED ME TO MORE FIRMLY ESTABLISH THE POTENTIAL MARKET AND SPECIFICALLY IDENTIFY WHICH OF OUR PRODUCTS OR SERVICES WILL MOVE BEST HERE. WITHOUT THIS VISIT I DOUBT IF WE WOULD HAVE INVITED TO BID ON NIGERIAN PROJECTS BECAUSE WE DIDN'T UNDERSTAND THE PROCEDURE FOR PREQUALIFICATION TO RECEIVE TENDER FROM THE MINISTRY OF AVIATION. FOR THE FIRST TIME WE NOW UNDERSTAND JUST WHO IS RESPONSIBLE FOR PURCHASING OF THE VARIOUS ITEMS TO BE USED IN THE AIRPORT PROJECTS. ALSO IT WAS THE FIRST CHANCE I HAVE HAD TO EVALUATE JUST WHAT KIND OF JOB OUR LOCAL IS DOING AND FOUND THEY WERE DOING AS WELL AS CAN BE EXPECTED. END QUOTE.

5. M.F. BIGGS OF E-SYSTEMS INC., SAID, QUOTE THE PURPOSE OF OUR MISSION PARTICIPATION WAS TO EVALUATE THE MARKET AND OBTAIN SALES LEADS. ALL GOALS HAVE BEEN ACHIEVED IN NIGERIA THROUGH A WELL ORGANIZED AND CONDUCTED MISSION. END QUOTE.

6. JAMES E. RUDD OF CARDION ELECTRONICS SAID, QUOTE THIS GAVE ME A CHANCE TO REVIEW OUR PRODUCT LINES WITH THOSE FEDERAL ORGANIZATIONS WHOM WE MUST BE IN CONTACT WITH. THIS INCLUDED CIVIL AVIATION, METEOROLOGICAL, AND AIR FORCE. THE EMBASSY STAFF PROVIDED US WITH GOOD ASSISTANCE DURING THIS VISIT, ESPECIALLY WHEN ONE UNDERSTANDS THE COMMUNICATION AND TRANSPORTATION PROBLEMS OF THIS CITY AND COUNTRY. END QUOTE.

7. DONALD TEEPLES OF INTERNATIONAL TECHNICAL PRODUCTS CORP. SAID, QUOTE UNDER EXISTING CONDITIONS IN NIGERIA THE MISSION WAS WELL ORGANIZED, AND FOR PURPOSES OF OPENING NEW MARKETS WAS WELL WORTH OUR TIME AND EFFORTS. THE COMMERCE DEPARTMENT AND EMBASSY PERSONNEL COOPERATED FULLY AND PERFORMED PERSONNELLY BEYOND NORMAL REQUIRED DUTIES. ITPC WOULD WELCOME FUTURE PARTICIPATION. END QUOTE.

8. BUDGET REVIEWED WITH EMBASSY CONTROL OFFICER. TENTATIVE QPPRAISAL IS THAT FINAL FIGURE WILL BE WITHIN ORIGINAL ALLOCATION. EMBASSY WILL SUBMIT FINAL FIGURES SOON. MISUNDERSTANDING BETWEEN ADVANCE OFFICER AND EMBASSY ON PAY-UNCLASSIFIED

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MENT FOR MISSION LEADER SUITE AND LAST-MINUTE CHANGE OF SUITES RESULTED IN ORIGINAL EMBASSY ESTIMATE TO BE UNDERSTATED FOUR HUNDRED DOLLARS.

9. MISSION DEPARTED EA 782 MIDNIGHT JANUARY 31. TRANSMISSION THIS REPORT DELAYED BY WEEKEND AND POWER FAILURES. EASUM

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NNN

Message Attributes

Automatic Decaptioning: X
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Draft Date: 03 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976LAGOS01341
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Drafter: n/a
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Margaret P. Grafeld
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